

North East Sales Area - Associations
New York

STATE	REGI	EVENT	EXPLANATION	DATE	1997	1997	1998
					PROJECTED SPENDING	ACTUAL SPENDING	PROJECTED SPENDING
NJ	1200	Tob. & Cdy. Dist. Assoc. of NJ	Convention \$4,850.20/Dues \$2,500	August	\$6,500	\$7,350.20	\$6,500
NJ	1200	Foodarama Superm.	Golf Outing	July	\$175	\$175	\$175
NJ	1200	Glass Garden	Golf Outing	July	\$250	\$175	\$175
NJ	1200	Middlesex Tobacco Trade Show		May	\$800	\$800	
NY	1200	Industry Legends Dinner	Dinner	November	\$4,000	\$4,000 *	\$4,000
NY	1200	Harold Levinson Associates	(2 trade shows)	Mar/Nov	\$2,400	\$2,400	\$2,400
NY	1200	UFOLI 7-Eleven (134 franchise)	Golf	July	\$400	\$600	\$600
NY	1200	Mandel Tobacco Co. Trade Show		June	\$500	\$500	\$500
NY	1200	Food Industry/Cov. House Golf	(Jim Maguire/Twin County) Golf Outing	June	\$1,400	\$2,500	\$2,500
NY	1200	Food Industry Alliance of NYS	Annual dues \$8,300/Conv. Expenses \$500		\$8,800	\$5,900	\$5,900
NY	1200	NYS Tob./Cdy. Association	\$9,500 Gov. Relations/\$2,625 Ext. Relations/\$9,000 NESA Area/\$20,000 Convention	August	\$49,000	\$41,125.00	\$41,125
NJ	1200	Deborah/Pathmark	Dinner	October		\$800.00	\$800
NY	1200	Empire State Beer Dist.	Convention	September		\$695.00	\$695
NY	1200	King Kullen	Golf	September		\$700.00	\$700
NJ	1200	Ronetco/SCARC	Journal Ad	May		\$175.00	\$175
NJ	1200	Village Shop-Rite	Golf	June		\$160.00	\$160
NY	1200	Empire Tobacco	Golf	June		\$700.00	\$700
NY	1200	UFOLI/MDA (7-Eleven NYC)	Dinner/Ad	Feb.		\$625.00	\$625
NJ	1200	Greek Dance/Raceway Gas	Journal Ad	Feb.		\$500.00	\$500
NY	1200	National Conf. of Christian & Jews	Dinner	June		\$2,500.00 *	\$2,500
NY	1200	NYSAWMD/Four Pillars Dinner	Dinner	Feb.		\$2,250.00	
Total					\$74,225	\$73,830	\$71,530

*Trade Relations

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3/6/98

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New York

STATE REGI EVENT	EXPLANATION -	DATE	1997	1997	1998
			PROJECTED SPENDING	ACTUAL SPENDING	PROJECTED SPENDING
NJ 1200 Tob. & Cdy. Dist. Assoc. of NJ	Convention \$4,850.20/Dues \$2,500	August	\$6,500	\$7,350.20	\$6,500
NJ 1200 Foodarama Superm.	Golf Outing	July	\$175	\$175	\$175
NJ 1200 Glass Garden	Golf Outing	July	\$250	\$175	\$175
NJ 1200 Middlesex Tobacco Trade Show		May	\$800		\$800
NJ 1200 Drug Fair/Stores Trade Show	Will participate only if PMX is eliminated in 1997	September	\$1,200/for 0		\$0
NJ 1200 Shoprite Memof/yr. Dinner	Dinner	September	\$1,200		\$0
NJ 1200 Quick Chek/Fest. of Ballooning		August	\$750		\$0
NJ 1200 Plainfield Tobacco Trade Show		July	\$750		\$0
NY 1200 Industry Legends Dinner	Dinner	November	\$4,000	\$4,000*	\$4,000
NY 1200 Harold Levinson Associates	(2 trade shows)	Mar/Nov	\$2,400	\$2,400	\$2,400
NY 1200 UFOLI 7-Eleven (134 franchise)	Golf	July	\$400	\$600	\$600
NY 1200 Mandel Tobacco Co. Trade Show		June	\$500	\$500	\$500
NY 1200 Food Industry/Cov. House Golf	(Jim McGuire/Twin County) Golf Outing	June	\$1,400	\$2,500	\$2,500
NY 1200 NY/NJ Food Merchants Assoc.	Annual dues \$8,300/Conv. Expenses \$500		\$8,800	\$5,900	\$5,900
NY 1200 Food Industry Alliance of NYS NY TCOA	\$9,500 Gov. Relations/\$2,625 Ext. Relations/\$9,000 Regional Sales Area Area/\$20,000 Convention	August	\$49,000 ?	\$41,125.00	\$41,125
NJ 1200 Deborah/Palmmark	Dinner	October		\$800.00	\$800
NY 1200 Empire State Beer Dist.	Convention	September		\$695.00	\$695
NJ 1200 HCO Foundation	Golf	June		\$800.00	\$0
NY 1200 King Kullen	Golf	September		\$700.00	\$700
NJ 1200 Ronetco/SCARC	Journal Ad	May		\$175.00	\$175
NY 1200 AMCA/NY	Golf	May		\$450.00	\$0
NJ 1200 Village Shop-Rite	Golf	June		\$160.00	\$160
NY 1200 Leukemia Research Foundation	Golf	May		\$650.00	\$0
NY 1200 Empire Tobacco	Golf	June		\$700.00	\$700
NY 1200 UFOLI/MDA	Dinner/Ad	Feb.		\$625.00	\$625
NJ 1200 Greek Dance/Raceway Gas	Journal Ad	Feb.		\$500.00	\$500
NY 1200 National Conf. of Christian & Jews	Dinner	June		\$2500*	\$2,500
NY 1200 NYSAWMD/Four Pillars Dinner	Dinner	Feb.		\$2,250.00	\$0
NY 1200 Koper 1st 1st	Dinner	March		\$600.00	\$0

Total

*Trade Relations

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New York

STATE	REGI	EVENT	EXPLANATION
- NJ	1200	NJS Tob/Cdy Assoc. (TCDANJ)	Convention \$4,850.20/Dues \$2,500
NJ	1200	Foodarama Superm.	Golf Outing
NJ	1200	Glass Garden	Golf Outing
NJ	1200	Middlesex Tobacco Trade Show	
NJ	1200	Drug Fair Stores Trade Show	Will participate only if PMX is eliminated in 1997
NJ	1200	Shoprite Manuf./yr. Dinner	Dinner
NJ	1200	Quick Chek/Fest. of Ballooning	
NJ	1200	Plainfield Tobacco Trade Show	
- NY	1200	Industry Legends Dinner	Dinner
- NY	1200	Harold Levinson Associates	(2 trade shows)
NY	1200	UFOLI 7-Eleven (134 franchise)	Golf
NY	1200	Mandel Tobacco Co. Trade Show	
NY	1200	Food Industry/Cov. House Golf	(Jim Maguire/Twin County) Golf Outing
- NY	1200	NY/NJ Food Merchants Assoc.	Annual dues \$8,300/Conv. Expenses \$500 ↑
- NY	1200	NYS Tob/Candy Association	\$9,500 Gov. Relations/\$2,625 Ext. Relations/\$36,875 Sales Dept.
NJ	1200	Deborah/Pathmark	Dinner
NY	1200	Empire State Beer Dist.	Convention
NJ	1200	HCO Foundation	Golf
NY	1200	King Kullen	Golf
NJ	1200	Ronetco/SCARC	Journal Ad
NY	1200	AMOA/NY	Golf
NJ	1200	Village Shop-Rite	Golf
NY	1200	Leukemia Research Foundation	Golf
NY	1200	Empire Tobacco	Golf
NY	1200	UFOLI/MDA	Dinner/Ad
NJ	1200	Greek Dance/Raceway Gas	Journal Ad
NY	1200	National Conf. of Christian & Jews	Dinner
NY	1200	NYSAWMD/Four Pillars Dinner	Dinner
NY	1200	Koger	Dinner

Total

*Food Industry Alliance of NY/S

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DATE	1997 PROJECTED SPENDING	1997 ACTUAL SPENDING	1998 PROJECTED SPENDING
August	\$6,500	\$7,350.20	6500
July	\$175	\$175	175
July	\$250	\$175	175
May	\$800		800
September	\$1,200 /or 0.2		0
September	\$1,200		0
August	\$750		0
July	\$700		0
November	\$4,000		4000 - (Trade Relations)
Mar/Nov	\$2,400		2400
July	\$400	\$600	600
June	\$500		500
June	\$1,400		1400
	\$8,800	\$5,900	5900
August	\$49,000	?	49,000
October		\$7,874.75	7874.75
September		\$800.00	800
June		\$695.00	695
September		\$300.00	0
May		\$700.00	700
May		\$175.00	175
June		\$450.00	0
May		\$160.00	160
June		\$650.00	0
June		\$700.00	700
Feb.		\$625.00	625
Feb.		\$500.00	500
June		?	2500
Feb.		\$2,250.00	2250
March		\$500.00	0

Spring Contribution: 9500
2625
9,000

CONVENTION: 20,000

Gov. Relations
Ext. Relations
Region/Sales Area
Total Contribution
(All Expenses included)
41,125 Total NYSTob

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